MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

Metal Treating Industry continues sales decline.
AUGUST 1986 BILLINGS DOWN 7% FROM AUGUST 1985 TOTAL

The August 1986 sales performance by members of the Metal Treating Industry stood at $36.6 million. This compares to $39.4 million for August 1985. The current month's billings total is off 14.1% from the 1986 high of $42.6 million recorded in March.

For the first eight months of 1986, the industry totaled $321.7 million in sales, off 2.1% from the 1985 amount for this period of $328.7 million.

Five of the nine MTI districts experienced a decline from August 1985 and in the year-to-date comparison to 1985.

A summary of percentage change by geographic regions follows:

	District	Aug 86 vs. Aug 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	1.8	9.8
2	Middle Atlantic (NY-NJ-E. PA-MD)	-13.8	- 6.5
3	South Central (W. PA-OH-IN-KY)	0.3	4.7
4	Michigan	-12.7	- 3.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	4.5	8.7
6	North Central (IL-WI-MN-MO-IA)	- 2.9	- 6.8
7	Pacific Coast (CA-AZ-ORE-WASH)	- 6.6	- 0.7
8	Southwest (TX-OK-AR-CO-LA-UT)	-36.1	-26.5
9	Canada	3.2	8.5

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METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1986

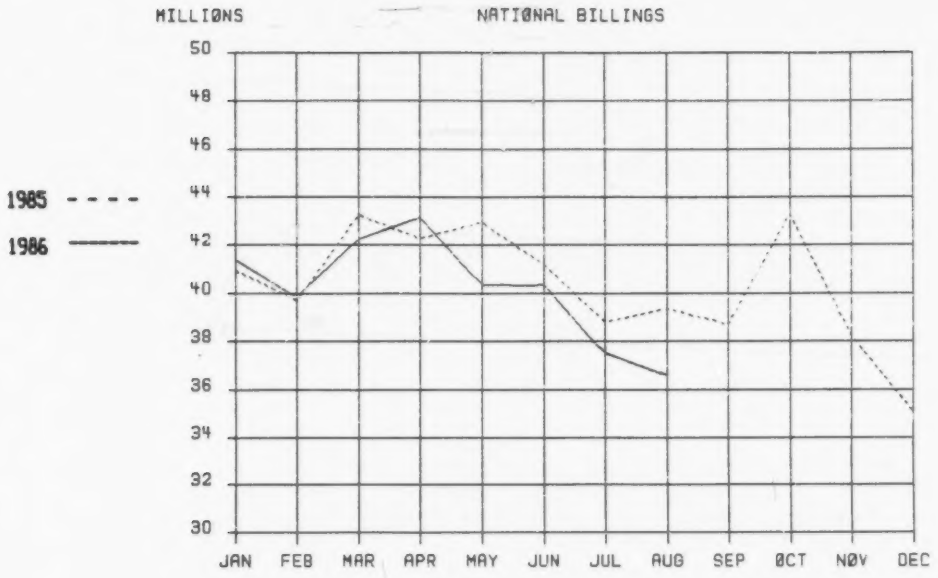
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	39379.8	36636.5	- 7.0	100.0	100.0
Dist. 1	17	2596.1	2642.8	1.8	6.6	7.2
Dist. 2	44	4382.2	3776.8	-13.8	11.1	10.3
Dist. 3	60	7266.5	7291.4	0.3	18.5	19.9
Dist. 4	33	5669.1	4948.8	-12.7	14.4	13.5
Dist. 5	23	2133.6	2228.7	4.5	5.4	6.1
Dist. 6	49	6495.1	6304.1	- 2.9	16.5	17.2
Dist. 7	41	6078.3	5675.3	- 6.6	15.4	15.5
Dist. 8	25	2907.5	1857.7	-36.1	7.4	5.1
Dist. 9	16	1851.6	1910.7	3.2	4.7	5.2
Foreign	11					

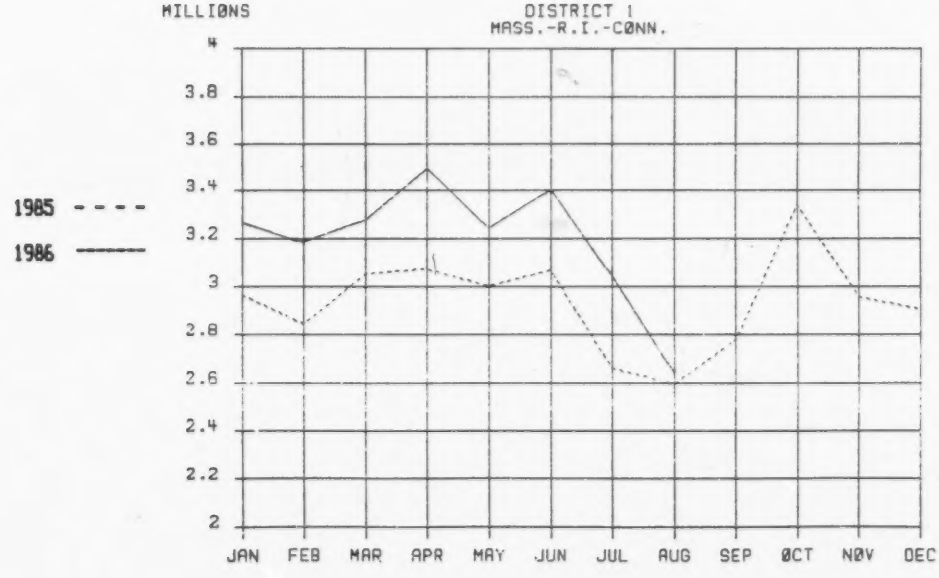
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	328670.0	321658.2	- 2.1	100.0	100.0
Dist. 1	23272.2	25561.9	9.8	7.1	7.9
Dist. 2	37417.3	34988.5	- 6.5	11.4	10.9
Dist. 3	57666.5	60355.4	4.7	17.5	18.8
Dist. 4	46828.5	45125.8	- 3.6	14.2	14.0
Dist. 5	17065.0	18549.0	8.7	5.2	5.8
Dist. 6	58312.0	54330.0	- 6.8	17.7	16.9
Dist. 7	46781.8	46461.3	- 0.7	14.2	14.4
Dist. 8	24491.3	18012.8	-26.5	7.5	5.6
Dist. 9	16835.6	18273.4	8.5	5.1	5.7

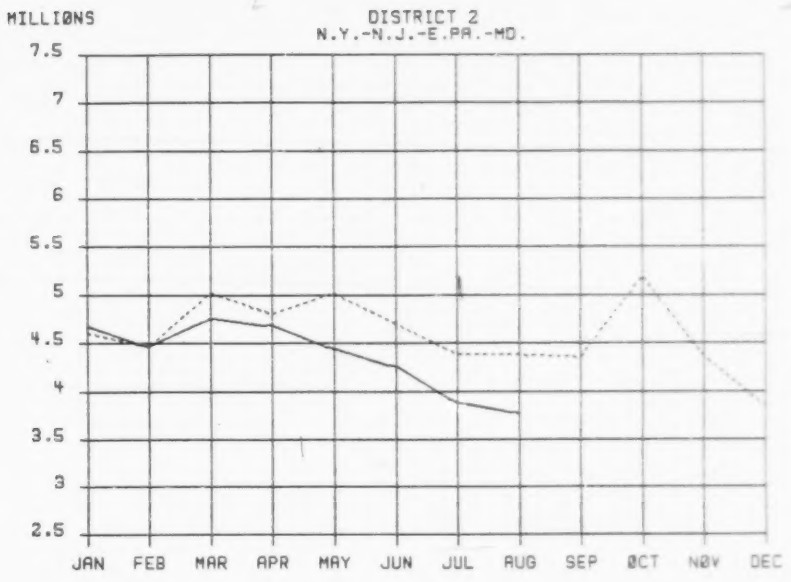
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



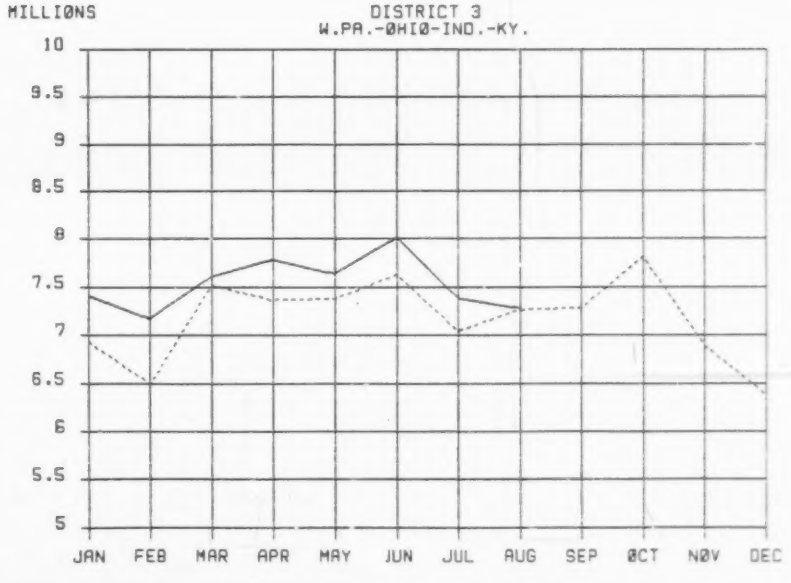
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.0	0.4	-2.3	2.0	-6.0	-2.1	-3.3	-7.0				
% Change	Cumulative	1.0	0.7	-0.3	0.3	-1.0	-1.2	-1.5	-2.1				



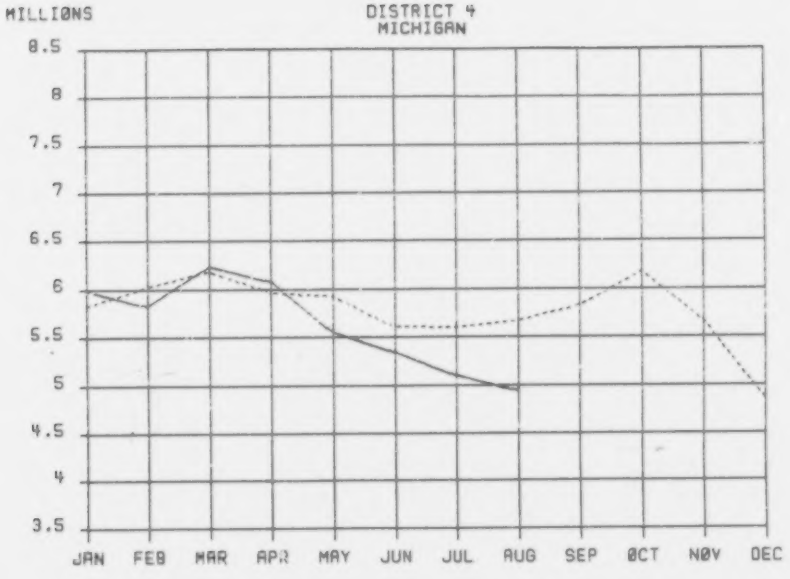
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	14.4	1.8				
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-11.4	-13.8				
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.5	- 6.5				



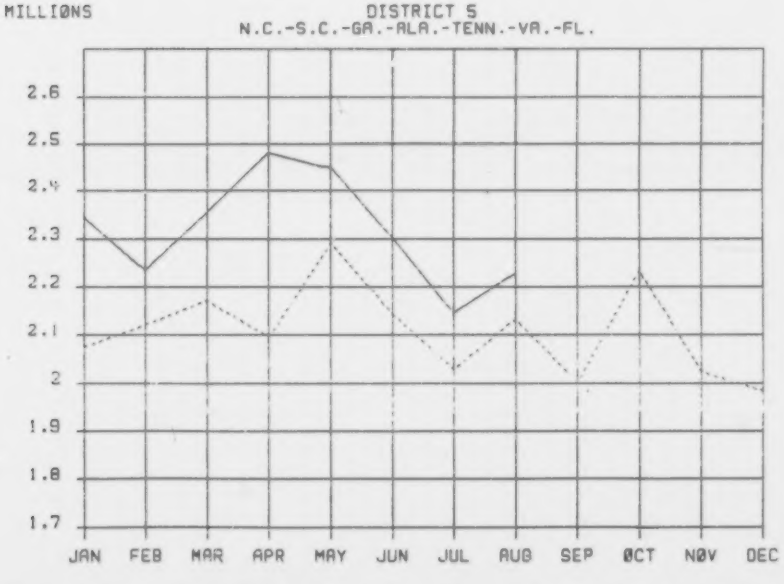
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.9	10.5	1.2	5.7	3.7	5.1	4.8	0.3				
% Change	Cumulative	6.9	8.6	6.0	5.9	5.4	5.4	5.3	4.7				



1985 - - - -

1986 ———

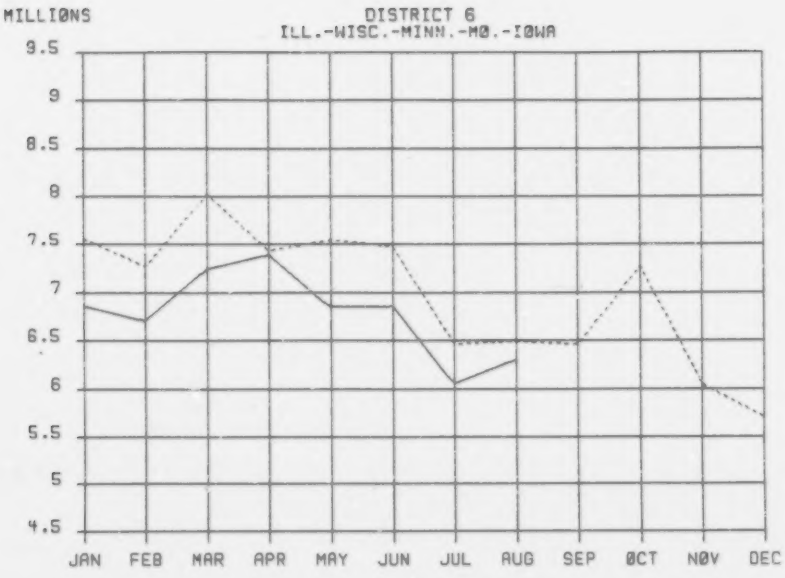
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.8	-3.2	0.9	2.1	-6.4	-4.6	-8.9	-12.7				
% Change	Cumulative	2.8	-0.2	0.1	0.6	0.8	-1.4	-2.4	- 3.6				



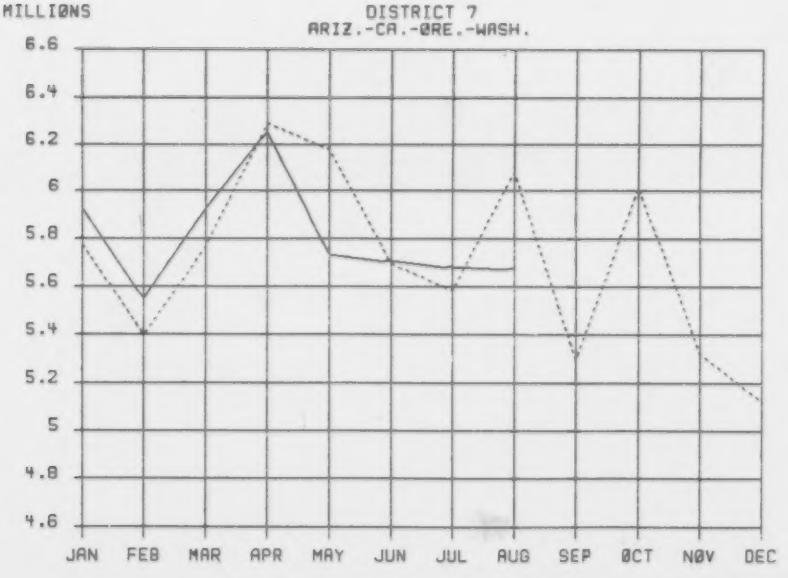
1985 - - - -

1986 ———

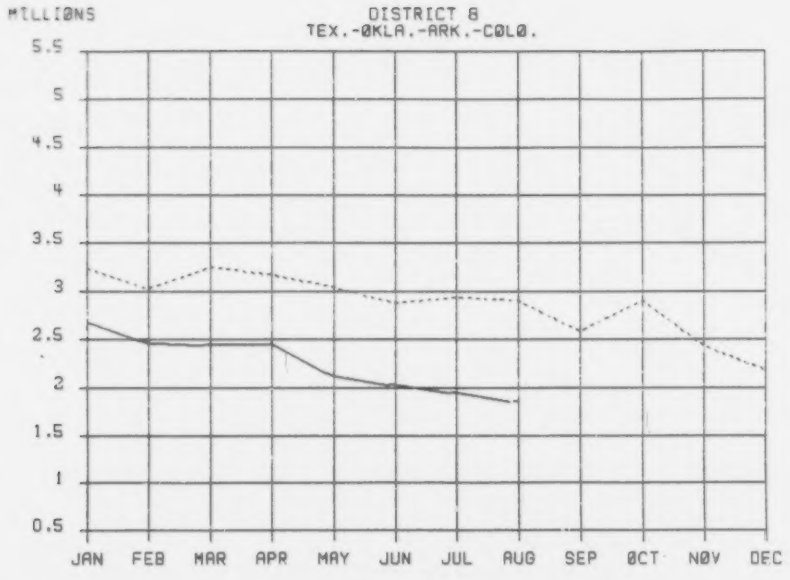
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5				
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7				



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9				
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8				



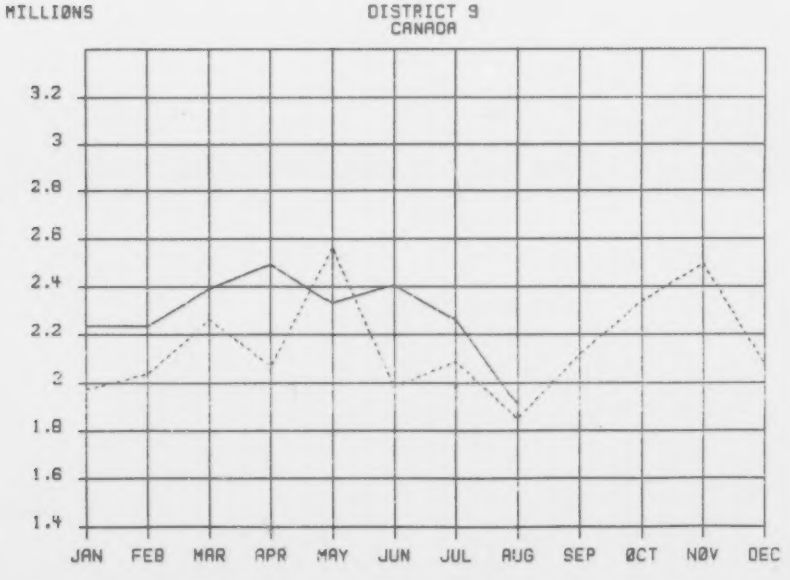
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	2.6	2.8	2.8	-0.6	-7.2	0.1	1.7	-6.6				
% Change	Cumulative	2.6	2.7	2.7	1.8	-0.1	0.0	0.2	-0.7				



1985 - - - -

1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1				
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-26.5				



1985 - - - -

1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2				
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5				